

## Message Text

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47

ACTION XMB-04

INFO OCT-01 AF-06 ISO-00 EB-07 AID-05 TRSE-00 COME-00

OMB-01 CIAE-00 INR-07 NSAE-00 /031 W  
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P R 171528Z SEP 75

FM AMEMBASSY ACCRA

TO SECSTATE WASHDC PRIORITY 9232

INFO AMEMBASSY LAGOS

UNCLAS ACCRA 6139

E. O. 11652: N/A

TAGS: BPRO ELTN EWWT GH NI

SUBJ: FCIA CREDIT INSURANCE REQUEST TO COVER SALE OF  
PLATFORM CARGO SEMI TRAILERS TO GOG

REF: STATE 208256 (NOTAL)

1. GOG AND GON RECENTLY ENTERED INTO AGREEMENT TO USE GHANAIAAN PORTS OF TEMA AND TAKORADI TO RECEIVE CARGOES, NOTABLY INCLUDING CEMENT, DESTINED FOR BADLY CONGESTED PORT OF LAGOS AND TO TRUCK THESE CARGOES OVERLAND TO NIGERIA. GHANAIAAN STATE TRANSPORT CORPORATION (STC) HAS REPORTEDLY BEEN GIVEN MONOPOLY IN CARRYING THESE CARGOES. EMBOFF SPOKE WITH LT. COL. E.K. AKYEA-MENSAH, MANAGING DIRECTOR OF STC, WHO SAID THAT AGREEMENT IS TO CONTINUE "INDEFINITELY" BUT HE EXPECTED IT TO LAST FIVE TO TEN YEARS. HE SAID STC NEEDS 200 TRUCKS AND 300 FLAT PLATFORM TRAILERS, EACH CAPABLE OF CARRYING 20 TON, 40 FOOT CONTAINERS FOR THIS PROJECT.

2. AKYEA-MENSAH ESTIMATES COST OF THIS EQUIPMENT AT CEDIS 25 MILLION (APPROXIMATELY DOLS 21.7 MILLION), AND HE EXPECTS SUPPLIERS TO ARRANGE PRE-FINANCING. HE STATED FLATLY THAT MINISTRY OF FINANCE AND BANK OF GHANA WOULD GUARANTEE PRE-FINANCING. STC HAS BEEN IN TOUCH WITH MACK TRUCKS FOR EQUIPMENT, AND HAS BEEN INFORMED THAT EXIMBANK HAS TURNED DOWN  
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MACK APPLICATION FOR PRE-FINANCING. MACK HAS

REPORTEDLY BEEN IN TOUCH WITH FRUEHAUF CORPORATION  
AS WELL AS WITH MOL HOOGLADE OF BELGIUM AS POTENTIAL  
TRAILER SUPPLIER.

3. GON WILL PAY FOR TRUCKING SERVICES IN DOLLARS,  
AND THIS COULD BE A SIGNIFICANT FOREIGN EXCHANGE  
EARNER FOR GOG. BECAUSE OF THIS, GOG MAY BE EXPECTED  
TO GRANT HIGH PRIORITY TO THIS PROJECT, WHICH GON  
REPORTEDLY ALSO GIVING HIGH PRIORITY BECAUSE OF ITS  
NEED FOR CARGOES.

4. LOANS PRESUMABLY WILL BE SECURED WITH DOLLAR EARNINGS  
FROM GON. IN VIEW OF ALL OF FOREGOING, EMBASSY  
RECOMMENDS POSITIVE RESPONSE TO SUBJECT TRANSACTION.  
BLACK

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** CREDIT GUARANTEES, BANK LOANS, ACCESS TO PORTS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 17 SEP 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Office:** ACTION XMB  
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**TAGS:** BPRO, ELTN, EWWT, GH, NI  
**To:** STATE  
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